

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K2O)

A8720-1

AGRICULTURAL		JULY	JULY
STATE		1989	1988
AL	Alabama	6,417	2,241
AK	Alaska	0	0
AZ	Arizona	380	78
AR	Arkansas	671	5,712
CA	California	2,509	3,528
CO	Colorado	147	196
CT	Connecticut	16	143
DE	Delaware	165	66
FL	Florida	11,674	3,330
GA	Georgia	1,197	3,119
HI	Hawaii	3,222	63
ID	Idaho	787	482
IL	Illinois	35,876	29,326
IN	Indiana	20,557	18,146
IA	Iowa	50,260	52,159
KS	Kansas	2,466	1,330
KY	Kentucky	3,617	1,384
LA	Louisiana	19	216
ME	Maine	61	0
MD	Maryland	400	1,387
MA	Massachusetts	135	594
MI	Michigan	8,189	13,588
MN	Minnesota	10,607	22,034
MS	Mississippi	180	1,147
MO	Missouri	13,547	7,019
MT	Montana	587	382
NE	Nebraska	501	678
NV	Nevada	0	0
NH	New Hampshire	156	0
NJ	New Jersey	310	149
NM	New Mexico	189	199
NY	New York	2,451	2,051
NC	North Carolina	3,204	3,462
ND	North Dakota	360	378
OH	Ohio	6,359	30,310
OK	Oklahoma	1,352	754
OR	Oregon	1,001	1,455
PA	Pennsylvania	2,533	1,395
RI	Rhode Island	60	968
SC	South Carolina	825	1,480
SD	South Dakota	158	471
TN	Tennessee	805	13,233
TX	Texas	5,089	3,826
UT	Utah	1,316	215
VT	Vermont	466	27
VA	Virginia	656	671
WA	Washington	1,762	2,134
WV	West Virginia	0	0
WI	Wisconsin	11,926	8,576
WY	Wyoming	20	244
TOTAL U.S.:		215,185	240,346
CANADA			
AB	Alberta	252	175
BC	Brit. Columbia	116	67
MB	Manitoba	181	326
NB	New Brunswick	62	44
NF	Newfoundland	0	0
NS	Nova Scotia	44	21
ON	Ontario	1,362	2,338
PE	Pr. Edward Isle	9	791
PQ	Quebec	3,247	2,474
SK	Saskatchewan	91	151
TOTAL CAN:		5,364	6,387
EXPORT SALES:		407,030	365,603
TOTAL AG SALES		627,579	612,336
Non-Ag U.S.		34,088	32,071
Canada		973	1,626
Exports		4,348	10,611
TOTAL NON-AG SALES		39,409	44,308
GRAND TOTAL		666,988	656,644

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	255	5,539	375	125	123	6,417
AK Alaska	0	0	0	0	0	0
AZ Arizona	58	0	15	0	307	380
AR Arkansas	88	0	525	16	42	671
CA California	1,182	531	261	0	535	2,509
CO Colorado	77	0	47	12	11	147
CT Connecticut	0	16	0	0	0	16
DE Delaware	124	0	41	0	0	165
FL Florida	3,115	5,114	366	542	2,537	11,674
GA Georgia	129	0	654	138	276	1,197
HI Hawaii	0	3,116	0	0	106	3,222
ID Idaho	400	235	100	52	0	787
IL Illinois	747	32,673	654	1,790	12	35,876
IN Indiana	566	19,100	639	194	58	20,557
IA Iowa	62	37,802	11,736	638	22	50,260
KS Kansas	196	392	1,530	308	40	2,466
KY Kentucky	0	3,378	94	0	145	3,617
LA Louisiana	0	0	14	0	5	19
ME Maine	0	0	61	0	0	61
MD Maryland	123	0	148	129	0	400
MA Massachusetts	0	61	61	0	13	135
MI Michigan	791	5,603	1,588	175	32	8,189
MN Minnesota	30	5,322	5,182	0	73	10,607
MS Mississippi	0	0	180	0	0	180
MO Missouri	2,421	1,725	8,455	612	334	13,547
MT Montana	0	19	484	84	0	587
NE Nebraska	156	0	126	180	39	501
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	156	0	0	156
NJ New Jersey	0	63	60	147	40	310
NM New Mexico	0	0	136	0	53	189
NY New York	0	383	1,793	98	177	2,451
NC North Carolina	1,035	1,584	0	140	445	3,204
ND North Dakota	0	159	201	0	0	360
OH Ohio	378	594	4,670	244	473	6,359
OK Oklahoma	228	30	1,034	16	44	1,352
OR Oregon	88	76	433	393	11	1,001
PA Pennsylvania	62	61	1,899	478	33	2,533
RI Rhode Island	0	0	60	0	0	60
SC South Carolina	122	121	364	0	218	825
SD South Dakota	0	106	21	31	0	158
TN Tennessee	262	297	246	0	0	805
TX Texas	737	219	3,554	232	347	5,089
UT Utah	1,255	0	61	0	0	1,316
VT Vermont	0	0	445	0	21	466
VA Virginia	242	0	152	262	0	656
WA Washington	337	300	632	476	17	1,762
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	60	8,140	3,085	514	127	11,926
WY Wyoming	0	0	20	0	0	20
TOTAL U.S.:	15,326	132,759	52,358	8,026	6,716	215,185
CANADA						
AB Alberta	28	0	195	24	5	252
BC Brit. Columbia	0	0	116	0	0	116
MB Manitoba	(11)	0	192	0	0	181
NB New Brunswick	0	0	62	0	0	62
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	44	0	0	44
ON Ontario	72	542	611	0	137	1,362
PE Pr. Edward Isle	0	0	0	0	9	9
PQ Quebec	21	95	3,077	13	41	3,247
SK Saskatchewan	0	0	91	0	0	91
TOTAL CAN:	110	637	4,388	37	192	5,364
*EXPORT SALES:	280,769	41,999	67,518	3,282	13,462	407,030
TOTAL AG SALES	296,205	175,395	124,264	11,345	20,370	627,579
NON-AG U.S.	23,702	-	-	9,857	529	34,088
Canada	955	-	-	13	5	973
*Exports	736	-	-	3,612	0	4,348
TOTAL NON-AG SALES	25,393	-	-	13,482	534	39,409
GRAND TOTAL	321,598	175,395	124,264	24,827	20,904	666,988

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	1,067	1,375	0	778	3,220
Australia	13	3,526	10,491	0	868	14,898
Brazil	26,470	35,205	39,837	0	0	101,512
China	88,994	0	0	0	0	88,994
Columbia	991	2,201	0	0	0	3,192
Costa Rica	1,984	0	1,488	0	351	3,823
Denmark	10,526	0	0	0	0	10,526
Dom. Republic	0	0	1,822	0	199	2,021
India	54,831	0	0	0	0	54,831
Indonesia	15,776	0	0	0	0	15,776
Japan	9,964	0	7,998	3,282	3,731	24,975
Korea	5,639	0	0	0	0	5,639
Malaysia	9,159	0	0	0	0	9,159
Mexico	17,637	0	0	0	3,474	21,111
New Zealand	0	0	3,688	0	198	3,886
Panama	0	0	819	0	100	919
Peru	0	0	0	0	2,794	2,794
Switzerland	33,616	0	0	0	0	33,616
Taiwan	5,169	0	0	0	0	5,169
Thailand	0	0	0	0	969	969
TOTAL AG:	280,769	41,999	67,518	3,282	13,462	407,030
NON-AGRICULTURAL						
Japan	242	-	-	3,612	0	3,854
Korea	126	-	-	0	0	126
Mexico	331	-	-	0	0	331
Taiwan	37	-	-	0	0	37
TOTAL NON-AG:	736	-	-	3,612	0	4,348
TOTAL EXPORTS	281,505	41,999	67,518	6,894	13,462	411,378

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	5,539	375	125	6,039
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	16	0	16
CA California	0	0	62	0	62
CO Colorado	0	0	0	0	0
CT Connecticut	0	16	0	0	16
DE Delaware	124	0	41	0	165
FL Florida	2,955	5,114	366	481	8,916
GA Georgia	99	0	554	125	878
HI Hawaii	0	3,116	0	0	3,116
ID Idaho	264	34	34	52	384
IL Illinois	452	32,673	654	1,790	35,569
IN Indiana	144	19,100	639	194	20,077
IA Iowa	0	37,661	10,937	638	49,236
KS Kansas	0	0	0	76	76
KY Kentucky	0	3,378	94	0	3,472
LA Louisiana	0	0	0	0	0
ME Maine	0	0	61	0	61
MD Maryland	123	0	148	129	400
MA Massachusetts	0	61	61	0	122
MI Michigan	791	5,603	1,588	175	8,157
MN Minnesota	30	5,322	5,182	0	10,534
MS Mississippi	0	0	0	0	0
MO Missouri	0	1,525	1,129	566	3,220
MT Montana	0	19	484	84	587
NE Nebraska	0	0	0	164	164
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	156	0	156
NJ New Jersey	0	63	60	147	270
NM New Mexico	0	0	0	0	0
NY New York	0	383	1,793	98	2,274
NC North Carolina	1,035	1,584	0	140	2,759
ND North Dakota	0	159	201	0	360
OH Ohio	378	594	4,610	244	5,826
OK Oklahoma	0	0	0	0	0
OR Oregon	8	61	297	393	759
PA Pennsylvania	62	61	1,899	478	2,500
RI Rhode Island	0	0	60	0	60
SC South Carolina	122	121	364	0	607
SD South Dakota	0	106	21	31	158
TN Tennessee	0	297	246	0	543
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	445	0	445
VA Virginia	242	0	152	262	656
WA Washington	337	300	632	476	1,745
WV West Virginia	0	0	0	0	0
WI Wisconsin	60	8,140	3,085	514	11,799
WY Wyoming	0	0	20	0	20
TOTAL U.S.:	7,226	131,030	36,566	7,382	182,204
CANADA					
AB Alberta	28	0	195	24	247
BC Brit. Columbia	0	0	116	0	116
MB Manitoba	(11)	0	192	0	181
NB New Brunswick	0	0	62	0	62
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	44	0	44
ON Ontario	72	542	611	0	1,225
PE Pr. Edward Isle	0	0	0	0	0
PQ Quebec	21	95	3,077	13	3,206
SK Saskatchewan	0	0	91	0	91
TOTAL CAN:	110	637	4,388	37	5,172
*EXPORT SALES:	255,500	30,064	50,328	3,282	339,174
TOTAL AG SALES	262,836	161,731	91,282	10,701	526,550
NON-AG U.S.	13,146	-	-	9,501	22,647
Canada	955	-	-	13	968
*Exports	393	-	-	3,612	4,005
TOTAL NON-AG SALES	14,494	-	-	13,126	27,620
GRAND TOTAL	277,330	161,731	91,282	23,827	554,170

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	3,526	10,491	0	14,030
Brazil	24,477	26,538	28,151	0	79,166
China	88,994	0	0	0	88,994
Denmark	10,526	0	0	0	10,526
India	54,831	0	0	0	54,831
Indonesia	15,776	0	0	0	15,776
Japan	7,300	0	7,998	3,282	18,580
Korea	5,639	0	0	0	5,639
Malaysia	9,159	0	0	0	9,159
New Zealand	0	0	3,688	0	3,688
Switzerland	33,616	0	0	0	33,616
Taiwan	5,169	0	0	0	5,169
TOTAL AG:	255,500	30,064	50,328	3,282	339,174
<u>NON-AGRICULTURAL</u>					
Japan	230	-	-	3,612	3,842
Korea	126	-	-	0	126
Taiwan	37	-	-	0	37
TOTAL NON-AG:	393	-	-	3,612	4,005
TOTAL EXPORTS	255,893	30,064	50,328	6,894	343,179

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	255	0	0	0	123	378
AK Alaska	0	0	0	0	0	0
AZ Arizona	58	0	15	0	307	380
AR Arkansas	88	0	509	16	42	655
CA California	1,182	531	199	0	535	2,447
CO Colorado	77	0	47	12	11	147
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	0	0
FL Florida	160	0	0	61	2,537	2,758
GA Georgia	30	0	0	13	276	319
HI Hawaii	0	0	0	0	106	106
ID Idaho	136	201	66	0	0	403
IL Illinois	295	0	0	0	12	307
IN Indiana	422	0	0	0	58	480
IA Iowa	62	141	799	0	22	1,024
KS Kansas	196	392	1,530	232	40	2,390
KY Kentucky	0	0	0	0	145	145
LA Louisiana	0	0	14	0	5	19
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	13	13
MI Michigan	0	0	0	0	32	32
MN Minnesota	0	0	0	0	73	73
MS Mississippi	0	0	180	0	0	180
MO Missouri	2,421	200	7,326	46	334	10,327
MT Montana	0	0	0	0	0	0
NE Nebraska	156	0	126	16	39	337
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	40	40
NM New Mexico	0	0	136	0	53	189
NY New York	0	0	0	0	177	177
NC North Carolina	0	0	0	0	445	445
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	60	0	473	533
OK Oklahoma	228	30	1,034	16	44	1,352
OR Oregon	80	15	136	0	11	242
PA Pennsylvania	0	0	0	0	33	33
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	218	218
SD South Dakota	0	0	0	0	0	0
TN Tennessee	262	0	0	0	0	262
TX Texas	737	219	3,554	232	347	5,089
UT Utah	1,255	0	61	0	0	1,316
VT Vermont	0	0	0	0	21	21
VA Virginia	0	0	0	0	0	0
WA Washington	0	0	0	0	17	17
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	127	127
WY Wyoming	0	0	0	0	0	0
TOTAL U.S.:	8,100	1,729	15,792	644	6,716	32,981
CANADA						
AB Alberta	0	0	0	0	5	5
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	137	137
PE Pr. Edward Isle	0	0	0	0	9	9
PQ Quebec	0	0	0	0	41	41
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	192	192
*EXPORT SALES:	25,269	11,935	17,190	0	13,462	67,856
TOTAL AG SALES	33,369	13,664	32,982	644	20,370	101,029
NON-AG U.S.	10,556	-	-	356	529	11,441
Canada	0	-	-	0	5	5
*Exports	343	-	-	0	0	343
TOTAL NON-AG SALES	10,899	-	-	356	534	11,789
GRAND TOTAL	44,268	13,664	32,982	1,000	20,904	112,818

*Exports listed on reverse.

A8730-1

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JULY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	1,067	1,375	0	778	3,220
Australia	0	0	0	0	868	868
Brazil	1,993	8,667	11,686	0	0	22,346
Columbia	991	2,201	0	0	0	3,192
Costa Rica	1,984	0	1,488	0	351	3,823
Dom. Republic	0	0	1,822	0	199	2,021
Japan	2,664	0	0	0	3,731	6,395
Mexico	17,637	0	0	0	3,474	21,111
New Zealand	0	0	0	0	198	198
Panama	0	0	819	0	100	919
Peru	0	0	0	0	2,794	2,794
Thailand	0	0	0	0	969	969
TOTAL AG:	25,269	11,935	17,190	0	13,462	67,856
<u>NON-AGRICULTURAL</u>						
Japan	12	-	-	0	0	12
Mexico	331	-	-	0	0	331
TOTAL NON-AG:	343	-	-	0	0	343
TOTAL EXPORTS	25,612	11,935	17,190	0	13,462	68,199